



# Why Jacksonville?

[CLICK to see VIDEO "Why You Should Invest in Jacksonville"](#)

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❖ No. 10 "Most Stable Market To Buy A Home"

❖ *- Kiplinger Report 2010*

❖ No. 3 "Happiest City To Work In"

❖ *- Forbes 2011*

❖ No. 6 "Most Tax Friendly City"

❖ *- Kiplinger Report 2010*

❖ No. 7 "Best City in the U.S. for Retirees"

- ***RECIPE FOR SUCCESS***

3 or 4 bedroom / 2 Bath

Brick and block construction

1200 sq ft +

Starter home neighborhoods (mixture of homeowner and renters)

Below median value

Below replacement costs (\*builder competition is low)

1% marker (with fair taxes and insurance)

Tenant have replaceable income/ close to job sources

**WHY WORK WITH OUR TEAM??**

## **3 Biggest Risks**

- 1. Finding the right property in the right area**
- 2. Renovating the property**
- 3. Finding a good tenant & ongoing management**

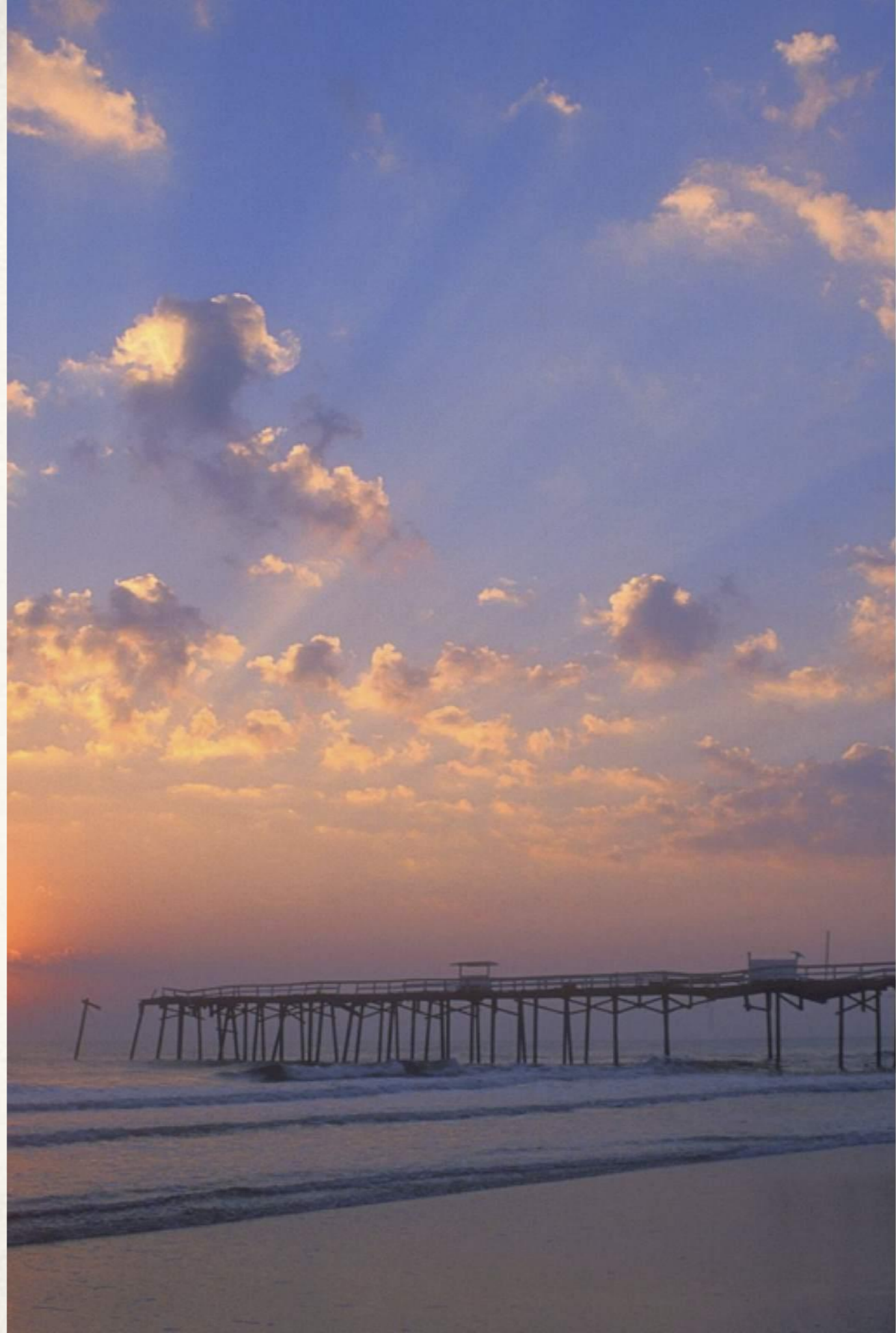
Experts agree, there are  
***5 Key Performance Indicators*** when it comes  
to evaluating a location for real estate  
investing:

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# 1. Desirability

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- ❖ When considering a market for the purposes of real estate investing, desirability is certainly one of the most important factors.
- ❖ Jacksonville is a great place to live life to the fullest. The city has a wide variety of distinct residential neighborhoods, with housing options to suit any style. Whether it be a luxury condo highrise downtown, a historic home or custom newly built homes in every style imaginable, there is a place for everyone to feel at home.
- ❖ Expansion Magazine has rated Jacksonville as one of America's "Best Places to Live and Work". The city is home to the southeast's largest modern and contemporary art museum, endless miles of beautiful beaches and the largest urban park system in the United States.



# 2. Economic Growth

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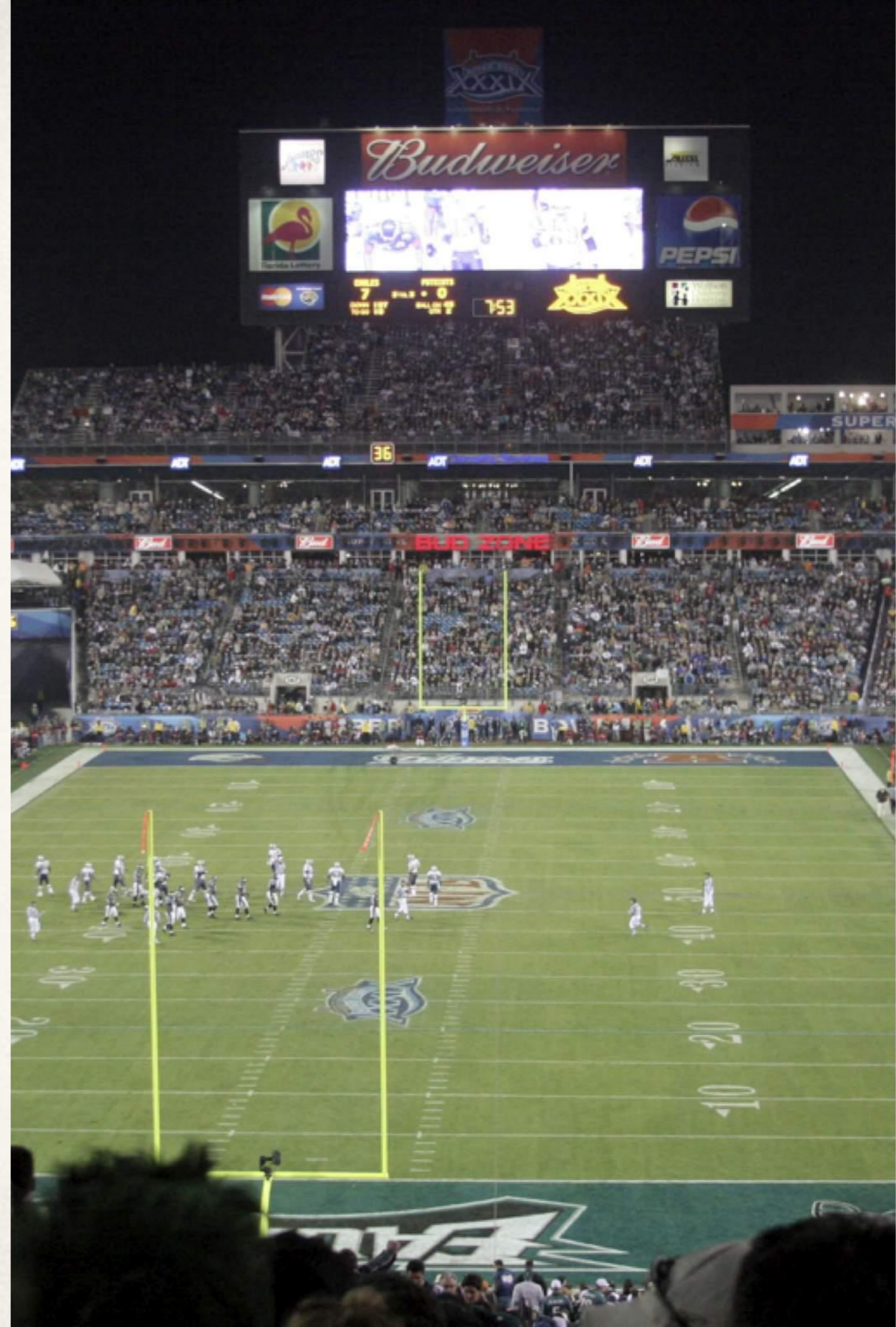
- ❖ *Business 2.0* ranked Jacksonville in the “**Top 10 Hottest Cities**” that will lead job growth through 2015. With population growth exceeding two percent per year, our workforce is expanding at twice the national average.
- ❖ With more than 20 hospitals and a growing bioscience community, Northeast Florida’s world-class health care system and related industries are the lifeline of the region. Five of the top 10 private companies provide or are affiliated with health care, including one of only three Mayo Clinics in the nation and the largest private employer – Baptist Health.
- ❖ The life sciences sector is one of four in a recent study produced by the Jacksonville Community Council Inc. projected to see continued growth, and it is considered an immediate opportunity for substantial job creation. Pursuing the recommendations in the study would result in 30,000 new jobs.
- ❖ Announcements and expansions in the past year are evidence of this continued growth. Medtronic Inc., PSS World Medical Inc. and Vistakon’s company headquarters are located in Jacksonville and attract some of the most highly skilled professionals in the nation and even worldwide.



# 3. Population Growth

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- ❖ Population growth in the Jacksonville region exceeds two percent per year, providing a workforce that is expanding at twice the national average. The median age in Jacksonville is 37, providing a young and dynamic workforce equal in age to the national average and three years lower than the Florida average.
- ❖ Fifty percent of the population growth is coming from people moving here to take advantage of employment opportunities. With a young workforce, wonderful climate and business-friendly environment, the greater Jacksonville region has enjoyed tremendous growth and prosperity over the past decade.
- ❖ The multiple military installations provide employment to more than 50,000 active duty, reserve and civilian men and women. Of the personnel who exit the military each year, more than 3,000 choose to remain in the region, providing a steady stream of skilled workers for area businesses.



# 4. Affordability

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- ❖ With a cost of living that is below the national average, Northeast Florida's population has been growing twice as fast as the rest of the nation. That's why our region is one of the few places in the United States that is experiencing a growing population of young professionals.
- ❖ Where else can you find a coastal city with single family homes available for less than \$100,000? It simply does not exist. Considering the growing local job market for 'working class' labor, it will not likely last very long either. The pricing in Jacksonville, for savvy investors, is well below the replacement cost of a similar home. This, in itself, is a huge advantage. Entry level homes in the Jacksonville market are priced significantly lower than in any other city in the state of FL, making it an attractive place to be for first time home owners. It may very well be the least expensive entry market of any major city on the entire east coast.



# 5. Supply & Demand

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- ❖ In any marketplace, supply and demand are critical components. The housing market in Jacksonville did not experience extensive over-building, as was the case in many other parts of Florida. At this stage, new construction - particularly in the entry level market - has nearly come to a complete halt. Builders are certainly not focusing on producing new single family homes under \$200,000, as it is simply not profitable. The result is that the housing supply, in this segment of the market, is, for now, somewhat fixed. With the population growth occurring, due to the influx of jobs, the entry level housing is now and will continue to be in very high demand.



## Turnkey Rental Property- Great Cash-flow & Equity!



### 3028 ILa Lane

Sales Price: \$110,000

Full Current Market Value: \$ 140,000

Rental Income: \$1,095

4 Bedrooms, 2 Baths

Sq. Ft.: 1,622

**\$46,000 worth of Renovations &**

**Upgrades just completed!**

**New roof, plumbing, Air Conditioning,**

**Kitchen, Baths, and more!**

*This 4 bedroom, 2 bath, Brick & Block home is located in the very desirable neighborhood on the Westside of Jacksonville. Great property in a great neighborhood! Completely Renovated!!!*

Currently rented to a qualified tenant on a 1 year lease.

### Property Management in Place!

Excellent Staff that will keep your rental home in good condition while ensuring a profitable investment!

### Cash Flow Worksheet

Full Current Market Value	\$140,000
Rent	\$1,095
Purchase Price	\$110,000
Est. Closing Costs	\$1,500
<b>Total Investment <sup>(1)</sup></b>	<b>\$111,500</b>
<b>ESTIMATED MONTHLY EXPENSES</b>	
Property Taxes	\$168
Property Insurance	\$80
Property Management	\$88
<b>TOTAL MONTHLY COSTS</b>	<b>\$336</b>
<b>Monthly Cash Flow</b>	<b>\$714</b>
<b>Equity at Closing</b>	<b>\$30,000</b>

### Comparables



#### 6277 Anvil Rd

Sold: \$129,900  
Living area: 1,557  
Bed: 4 Bath: 3  
Distance: 0.23 mile



#### 6608 Iosa Drive

Sold: \$159,000  
Living area: 2,303  
Bed: 4 Bath: 2.5  
Distance: 0.68mile



#### 3422 Sara Dr

Sold: \$160,000  
Living area: 2,175  
Bed: 4 Bath: 2.5  
Distance: 0.74 mile

*All information is deemed to be reliable but is not guaranteed. Buyer must confirm all information to their satisfaction. <sup>(1)</sup> All properties are subject to a Buyer Broker Fee of \$2,950. Buyer must sign a Buyer Broker Agreement with any offer made.*

## Turnkey Rental Property- Great Cash-flow & Equity!



### 5125 Saginaw Drive

Sales Price: \$99,000

Full Current Market Value: \$126,000

Rental Income: \$955

3 Bedrooms, 2 Baths

Sq. Ft.: 1,424

**\$48,000 worth of Renovations &**

**Upgrades just completed!**

**New roof, plumbing, Air Conditioning,**

**Kitchen, Baths, and more!**

**This 3 bedroom, 2 bath, Brick & Block home is located in the very desirable neighborhood on the Westside of Jacksonville. Great property in a great neighborhood! Completely Renovated!!!**

Tenant is a HUD tenant on a 1 year lease.

### Property Management in Place!

Excellent Staff that will keep your rental home in good condition while ensuring a profitable investment!

### Cash Flow Worksheet

Full Current Market Value	\$126,000
Rent	\$995
Purchase Price	\$99,000
Est. Closing Costs	\$1,500
<b>Total Investment <sup>(1)</sup></b>	<b>\$100,500</b>
<b>ESTIMATED MONTHLY EXPENSES</b>	
Property Taxes	\$151
Property Insurance	\$80
Property Management	\$76
<b>TOTAL MONTHLY COSTS</b>	<b>\$307</b>
<b>Monthly Cash Flow</b>	<b>\$647</b>
<b>Equity at Closing</b>	<b>\$27,000</b>
<b>5th Year Monthly Cash Flow</b>	<b>\$827</b>
<b>5th Year Property Value</b>	<b>\$160,811</b> (Est @ 5% appreciation)

### Comparables



4622 Tara Woods Dr E.

Sold: \$135,400  
Living area: 1,696  
Bed: 3 Bath: 2  
Distance: 0.46 mile



3616 Anvers Blvd

Sold: \$128,000  
Living area: 1,659  
Bed: 3 Bath: 1.5  
Distance: 1.85 mile



3846 Cambay Place

Sold: \$122,000  
Living area: 1,980  
Bed: 4 Bath: 2  
Distance: 1.44 mile

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# Foreclosure Investment Opportunity

## **Tremendous Equity Gain for You!**

4332 Bidy Lane

Jacksonville, Florida 32210



Solid BRICK & BLOCK home in desirable Westside neighborhood in Jacksonville, FL.

### **Property Description:**

**Bedroom: 4**

**Baths: 2**

**Square Feet: 1,631**

**Approx. Market Rent: \$**

**Repairs:** Full scope of work to be provided (Includes: NEW roof, NEW heat/cooling system, NEW plumbing, updated baths, updated kitchens with travertine countertops, NEW appliances, NEW flooring throughout, updated windows, adding 4th bedroom & 2nd bath)

### **Property Information:**

**Wholesale Price: \$37,000**

**Full Current Market Value: \$125,000**

**Renovations: \$45,000**

**Closing Costs: \$2,500**

**Total Investment:<sup>(1)</sup> \$84,500**

**% of Current Market Value After Repairs: 67%**

**Approx. Market Rent: \$1,095**

**Estimated Monthly Expenses**

**Property Taxes: \$155**

**Property Insurance: \$80**

**Property Management: \$88**

**TOTAL MONTHLY COSTS: \$323**

**MONTHLY CASH FLOW: \$772**

### **Full Service Real Estate**

**\* CASH-FLOW & EQUITY!!**

**\* Excellent U.S. Market**

**\* Full Service Renovations Provided**

All information is deemed to be reliable but is not guaranteed. Buyer must confirm all information to their satisfaction. Lender owned properties are sold in AS-IS condition with no warranties, Seller Disclosure Statement and no Insurance Claim Report. Buyer is advised to have all inspections necessary to satisfy themselves as to the actual condition of the property. Most lender owned properties will require some repairs and cleaning. All property managers charge a leasing fee to help pay for advertising and leasing agent Co Broke fees, this amount is not included in the cash flow figures above.

<sup>(1)</sup>-All properties are subject to a Buyer Broker Fee of \$2,950. Buyer must sign a Buyer Broker Agreement with any offer made.